

Message Text

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FM SECSTATE WASHDC

TO USLO PEKING

INFO AMCONSUL HONG KONG

C O N F I D E N T I A L STATE 198753

E.O. 11652: GDS

TAGS: ETRD, CH, US

SUBJECT: USG SERVICES AT THE 1974 FALL CANTON FAIR

REF: PEKING 1543

1. WE HAVE TAKEN NOTE OF REFTEL PARAS ONE AND TWO.
QUESTION OF REPRESENTATION FUNDS CANNOT BE RESOLVED UNTIL
DEPARTMENT'S APPROPRIATION HAS PASSED CONGRESS. ALTHOUGH
WE WILL DO WHAT WE CAN, THIS SITUATION MAY NOT BE CLARIFIED
BEFORE OPENING OF FAIR.

2. CONCERNING REFTEL PARA THREE, WE DID NOT MEAN TO IMPLY
THAT USG REPRESENTATIVES AT THE FAIR SHOULD PROVIDE LESS
ASSISTANCE TO NATIONAL COUNCIL MEMBER FIRMS THAN TO OTHERS.
IT GOES WITHOUT SAYING THAT USLO SHOULD CONTINUE TO PRO-
VIDE APPROPRIATE ASSISTANCE TO ALL US BUSINESSMEN WHO
REQUEST IT. WE ASSUME, HOWEVER, THAT IN MANY CASES NCUSCT
MEMBERS WILL LOOK FIRST TO NCUSCT REPRESENTATIVES SINCE,
AMONG OTHER REASONS, THEIR DUES ARE UNDERWRITING NCUSCT
PRESENCE AT THE FAIR. ALSO, WE THINK USG REPRESENTATIVES
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SHOULD -BE PARTICULARLY ALERT TO POSSIBLE PROBLEMS OF FIRMS

AND BUSINESSMEN NOT AFFILIATED WITH NCUSCT SINCE IN MANY
CASES THESE MAY BE SMALLER AND LESS EXPERIENCED.
KISSINGER

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